



International Warehouse Logistics Association

2800 River Road, Suite 260 • Des Plaines, IL 60018-6003
Phone 847.813.4699 • Fax 847.813.0115
www.iwla.com

December 13, 2010

Surface Transportation Board
Attn: Docket No. EP 526 (Sub-No. 2)
395 E Street, SW
Washington, DC 20423-0001

228 423

To Whom It May Concern:

On behalf of the International Warehouse Logistics Association (IWLA), I write to nominate Paul Delp to fill the small shipper vacancy on the Railroad-Shipper Transportation Advisory Council (RSTAC). Mr. Delp is willing to serve as a member of RSTAC for a 3-year term beginning upon appointment and ending December 31, 2013.

Paul Delp is president of Lansdale Warehouse, a family-owned, asset-based logistics company, located in the suburbs north of Philadelphia. Lansdale Warehouse is a third-party logistics provider for a variety of regional, national and international clients representing diverse industries requiring special value-added services.

Lansdale Warehouse's current rail volume is 1500 cars per year – a decline from a high of approximately 2500 cars per year in 2007. Products shipped to Lansdale Warehouse include paper rolls, dimensional and panel lumber products, food and beverage products and transloading of metals and liquid fertilizers. CSX is the delivering carrier to Lansdale Warehouse locations and Lansdale is part of CSX's Premier Provider Program.

As a warehouse-based third-party logistics provider, Mr. Delp would bring the perspective of a small rail shipper to the RSTAC. Product that moves in and out of a third-party warehouse depends on an integrated freight delivery system. The warehouse-based third-party logistics industry depends on rail as one mode for goods movement. The industry is fully integrated with the national rail system, both intermodal and box car modes. Mr. Delp has extensive knowledge of rail operations, infrastructure, and tariffs, both pre Staggers Act and since creation of the Surface Transportation Board. He has been engaged with the Board on many rail issues over the last several years. Having experience and knowledge of the rail industry both regulated and deregulated will provide invaluable insight to RSTAC.

Paul is a graduate of Penn State's Business Logistics Department. After serving 4 years in the US Air Force, he joined the family's public warehousing business and became its president in 1981. Since then, the company has grown from one 90,000-square-foot facility to six warehouses totaling more than 500,000 square feet. Paul is a member of the Council of Supply Chain Management Professionals (CSCMP), IWLA, the Warehousing Education Research Council (WERC), the Pennsylvania Motor Truck Association (PMTA), and is a corporate sponsor of Penn State's Center for Supply Chain Research.

Thank you for your consideration of this nomination.

Sincerely,

Joel D. Anderson
President and CEO